

**BEFORE
THE PUBLIC SERVICE COMMISSION
OF SOUTH CAROLINA
DOCKET NO. 2021-215-T**

**Application of Applicant Positive Moves
Relocation and Transfer, LLC for a Class E
(Household Goods) Certificate of Public
Convenience and Necessity for Operation of
Motor Vehicle Carrier**

**PREFILED DIRECT
TESTIMONY
OF
SHANNON MORAN**

1 **Q. Please state your name, employer, and business address.**

2 **A. My name is Shannon Moran. I am the owner of Positive Moves Relocation and Transfer,**
3 **LLC (“Positive Moves”) located at 1116 Plantation Drive, Myrtle Beach, South Carolina 29576.**

4 **Q. What is the purpose of your testimony?**

5 **A. I am testifying in support of Positive Moves’ Application for a Class E Certificate of Public**
6 **Convenience and Necessity with statewide authority. My testimony will focus on the organization**
7 **of the business; Jay Stamos, will testify about Positive Moves’ operations.**

8 **Q. Is Positive Moves organized to transact business in the State of South Carolina?**

9 **A. Yes, Positive Moves is a South Carolina Limited Liability Company established on May**
10 **23, 2021. A copy of a certificate of good standing was filed with Positive Moves’ application,**
11 **and the company remains in good standing.**

12 **Q. How did you become associated with Positive Moves?**

13 **A. I am the organizer and sole member of Positive Moves.**

14 **Q. Please tell the Commission about your education and work history?**

15 I worked as sales support and accounts management for a marketing firm in the late 90s
16 and early 2000s. In 2001, I moved into restaurant management and bartending. In 2008, I relocated

1 to South Carolina and entered retail sales serving as sales specialist for two high-end brands. In
2 2014, I took a remote position as customer support for Uber, Inc. In late 2015 I began working for
3 an IT consultancy in Operations and Human Resources, which I continued until fall 2020. I am
4 currently phasing out of my role as admin supervisor and marketing coordinator at a hearing care
5 center.

6 **Q. Please describe the services Positive Moves would like to provide.**

7 A. Positive Moves will provide all services associated with household goods moving such as
8 packing, unpacking, and physical labor.

9 **Q. Do you have any experience providing moving services?**

10 A. No, but our Operations Manager, Jay Stamos has over thirty years in the business.

11 **Q. How employees will Positive Moves have?**

12 A. Positive Moves will initially have two employees, me, and Jay Stamos. We will also use
13 contract laborers and eventually hire more employees.

14 **Q. How will you train your employees?**

15 A. We will train our employees in person before they begin moves, and on-the job. Jay will
16 conduct training.

17 **Q. Does Positive Moves own or lease any vehicles?**

18 A. Yes, Positive Moves has a 2000 GMC Yukon and a 2016 16 ft Diamond Cargo Trailer.

19 **Q. Does Positive Moves plan to acquire other vehicles?**

20 A. Yes, we eventually would like to purchase moving trucks.

21 **Q. Will Positive Moves be insured?**

22 A. Yes, an insurance quote is attached to Positive Moves' Application.

23 **Q. Why do you believe there is a need for Positive Moves' services in South Carolina?**

1 A. According to the United States Census, Horry County grew by 81,738 persons, or 30.4%,
2 since the 2000 census. As the housing market rebounds from the recession, more people need to
3 the services of good moving companies. According to the Federal Reserve, the state's
4 unemployment rate is 4.3% and real personal income is up 17.45% since the same time last year.
5 See South Carolina Snapshot, September 2021 Federal Reserve Bank of Richmond.¹ According
6 to the 2020 census, South Carolina grew by more than 10% since 2010, the tenth fastest growth in
7 the nation. See www.census.gov. These numbers suggest that demand for qualified movers will
8 be strong.

9 **Q. How will Positive Moves reach its customers?**

10 A. We plan to market with direct mail, search engine marketing, and social media advertising.

11 **Q. Is Positive Moves financially able to provide service to the public?**

12 A. Yes. As shown on our application, Positive Moves is financially viable.

13 **Q. Are there any outstanding court orders or judgments against Positive Moves or you,**
14 **personally?**

15 A. No

16 **Q. Are you aware of any complaints filed against Positive Moves or you with the Better**
17 **Business Bureau, the Chamber of Commerce, or any state or municipal court or agency?**

18 A. No

19 **Q. Has Positive Moves, or have you, ever been convicted of a crime?**

20 A. No

21 **Q. Is your driver's license in good standing?**

1

https://www.richmondfed.org/~media/richmondfedorg/research/regional_economy/reports/snapshot/pdf/snapshot_sc.pdf

1 A. Yes. I have one point on my record; the result of a ticket in June of 2020. My
2 ten-year driver record is attached as Exhibit A.

3 **Q. Are you familiar with, and do you agree to comply with, the statutes and regulations**
4 **that govern the operation of intrastate household goods movers in South Carolina?**

5 A. Yes, and Positive Moves will comply with them.

6 **Q. Have you published a notice of Positive Moves' application?**

7 A. Yes. A notice of Positive Moves application was published in the *Post and Courier*
8 newspaper on July 23, 2021, and an affidavit of publication has been filed with the Commission.

9 **Q. What is Positive Moves' plan for the next five years?**

10 A. Positive Moves will grow the business. Ideally will acquire three 26-foot trucks and an
11 office with warehouse space and provide quality service

12 **Q. Does this conclude your testimony?**

13 A. Yes.

EXHIBIT A
(10 Yr. Driver Record
Shannon Moran)



OFFICIAL 10 YEAR DRIVER RECORD

Customer No: 32383302 **Driver License No:** XXXXXXXXXX
Name: MORAN, SHANNON RAE
Address: XXXXXXXXXX
City: MYRTLE BEACH **State:** SC **Zip:** 295755112
County: HORRY
DOB: XXXXXX **Sex:** F **Driver Training:** N
Status - DL: NO SUSPENSION **CDL:** NO DISQUALIFICATION

License Information

Type	Class	Function	Issued	Expires	First Issued	Rest.	Endor.	Document Identifier (ACN / DDN)
Current								
DL (R)	D	Renewal	02/12/2020	02/12/2028	05/25/2010	Y	N	2600940102274753307
Prior								
DL	D	Original	05/25/2010	02/12/2020	05/25/2010	Y	N	N/A
DL	D	Modify	09/07/2011	02/12/2020	05/25/2010	Y	N	1011113000055285
DL	D	Modify	02/15/2012	02/12/2020	05/25/2010	Y	N	1011131300033787
DL	D	Modify	05/01/2013	02/12/2020	05/25/2010	Y	N	1011225600020569
DL	D	Modify	06/06/2016	02/12/2020	05/25/2010	Y	N	1011526800025604

Current

Restrictions: A Corrective Lens

Name Change -

Name: RAMOS, SHANNON RAE

Date Changed: 06/06/2016

Address Change -

Address: 455 SUNNEHANNA DR UNIT 487

City: MYRTLE BEACH

State: SC

Zip: 295885364

Date Changed: 09/07/2011

Address Change -

Address: 125 DEER TREE DR

City: MURRELLS INLET

State: SC

Zip: 295768288

Date Changed: 04/05/2021

Address Change -

Address: 500 FAIRWAY VILLAGE DR

City: MYRTLE BEACH

State: SC

Zip: 295885493

Date Changed: 02/15/2012

Address Change -

Address: 6100 FRONTAGE RD APT 103

City: MYRTLE BEACH

State: SC

Zip: 295772088

Date Changed: 05/01/2013

Point Summary

Total Current Points: 1
Driver Credit: -0
Adjusted Current Points: 1

OFFICIAL 10 YEAR DRIVER RECORD

Customer No: 32383302
Name: MORAN, SHANNON RAE

Driver License No: [REDACTED]

VIOL: 424 - Driving too fast for conditions - 10MPH or less

Ticket#: 20202350115617

Violation: 06/01/2020

Conviction: 08/06/2020

Recd: 08/12/2020

Post: 08/13/2020

ACD: S94 **Conviction Loc Ref:**

Conviction Reference:

Conviction State: SC

Court Type: MAGISTRATE COURT

Violation Points: 2 **Current Points:** 1

ACC: REPORTABLE

Accident: 06/01/2020

Accident Case Number: 20239916

Accident Jurisdiction: SC **Acc Loc Ref:** SCHDPT

Contributed: Y

Posted: 06/11/2020

FR-10 Audit Number: SA-110124

History: N

End of Report

Certified to be a true and correct
copy of the original document on file
with the South Carolina Department of
Motor Vehicles.

S. H. Rweis

Driver Services, Director